

手把手教你用英语进行商务谈判 PDF转换可能丢失图片或格式，建议阅读原文

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刚接手外贸新任务，怎样用英语进行商务谈判？以下是百考试题#0000ff>实用英语站小编搜集整理的商务谈判实战方法，希望对你有用！

A: Im sorry to say that the price you quote is too high. It would be very difficult for us to push any sales if we buy it at this price. B: well, if you take quality into consideration, you wont think our price is too high A: Let ' s meet each other half way. - 很遗憾你们报的价格太高，如果按这种价格买进，我方实在难以推销。 - 如果你考虑一下质量，你就不会觉得我们的价格太高了。 - 那咱们就各让一步吧。

A: Im sorry to say that your price has soared. Its almost 20% higher than last years. B: Thats because the price of raw materials has gone up. A: I see. Thank you. - 很遗憾，贵方的价格猛长，比去年几乎高出20%。 - 那是因为原材料的价格上涨了。

- 我知道了，多谢。 A: How many do you intend to order? B: I want to order 900 dozen. A: The most we can offer you at present is 600 dozen. - 这种产品你们想订多少? - 我们想订900打。 - 目前我们至多只能提供600打。

A: We have inspected the rice, and were surprised to know that the weight is short. B: We sell our goods on loaded weight and not on landed weight. A: I see. - 这些大米我们检验过了，重量不够，我们感到奇怪。 - 我们出售商品是以装船重量为准，不是以卸货重量为准。 - 我知道了。

A: The next thing Id like to bring up for discussion is packing. B: Please state your opinions about packing. A: All right. We wish our

opinions on packing will be passed on to your manufacturers. - 下面我想就包装问题讨论一下。 - 请陈述你们的意见。 - 好，我们希望我们对包装的意见能传达到厂商。为中国贸易提供动力

A: You know, packing has a close bearing on sales. B: Yes, it also affects the reputation of our products. Buyers always pay great attention to packing.

A: We wish the new packing will give our clients satisfaction. - 大家都知道，包装直接关系到产品的销售。

- 是的，它也会影响我们产品的信誉，买主总是很注意包装。 - 我们希望新包装会使我们的顾客满意。

A: How are the shirts packed? B: They're packed in cardboard boxes. A: I'm afraid the cardboard boxes are not strong enough for ocean transportation.

- 衬衫怎样包装? - 它们用纸板箱包装。 - 我担心远洋运输用纸板箱不够结实。

A: From what I've heard, you're already well up in shipping work. B: Yes, we arrange shipments to any part of the world.

A: Do you do any chartering? - 据我所知，你方对运输工作很在行。 - 是的，我们承揽去世界各地的货物运输。

A: How do you like the goods dispatched, by railway or by sea? B: By sea, please. Because of the high cost of railway transportation, we prefer sea transportation.

A: That's what we think. - 你方将怎样发运货物，铁路还是海运? - 请海运发货，铁路运输费用太高，我们愿意走海运。 - 我们正是这么想的。 ctun.net 版权所有

A: When can you effect shipment? I'm terribly worried about late shipment. B: We can effect shipment in December or early next year at the latest.

A: That's fine. - 你们什么时候能交货?我非常担心货物迟交。 - 我们最晚在今年十二月或明年初交货。 - 那很好。

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